

PART IV-SECTION M

EVALUATION FACTORS FOR AWARD

M.1 BASIS FOR AWARD

The FAA will make award to the responsible Offeror whose proposal is responsive to this solicitation and is determined to be technically acceptable and offers the Government the lowest reasonable evaluated price.

M.2 SOURCE SELECTION PROCESS

a. Offers must be submitted in accordance with Section L. Offerors must meet ALL SIR requirements, terms and conditions, representations and certifications, technical requirements, and identified factors and subfactors, to be eligible for award. Failure to comply with the terms and conditions of the SIR may result in the Offeror being removed from consideration for award.

b. A proposal that fails to meet the requirements of this SIR and is unrealistic in terms of technical content, schedule commitments, or price may be (a) deemed reflective of an inherent lack of technical competence, (b) indicative of a failure to comprehend the technical complexity and risks of the contract requirements, and/or (c) grounds for determining that a proposal may no longer be considered for contract award.

c. The Offeror must furnish adequate and specific information in its response. A proposal will be eliminated from further consideration before the evaluation if the proposal is so grossly and obviously deficient as to be totally unacceptable on its face. For example, a proposal will be deemed unacceptable if it does not represent a reasonable effort to address itself to the essential requirements of this SIR, or if it clearly demonstrates that the Offeror does not understand the requirements of this SIR. In the event a proposal is rejected, a notice will be sent to the Offeror stating the reason(s) that the proposal will not be considered for further evaluation.

d. Offeror's responses must provide insight into the Offeror's understanding of the requirements, the approach and general procedures that the Offeror proposes to use to meet these requirements, and any inherent problems associated with performing this contract. The proposal must be sufficiently detailed, specific, and complete to enable the FAA to thoroughly evaluate the proposal to determine whether the specified requirements are met, without discussion with the Offeror. Simply stating that an Offeror understands and will comply with the specifications, or paraphrasing the specifications is inadequate, as are phrases such as: "Standard procedures will be employed" and "Well-known techniques will be used."

e. Offers that are unbalanced as to prices may be rejected. An unbalanced offer is one, which is based on prices significantly less than prices for some work, and prices, that are significantly overstated for other work of a similar nature. Prices which are unrealistically low or unreasonably high may be indicative of the Offeror's lack of understanding of the work effort or the ability to perform the contract and may be cause for rejection of the Offer.

f. Your offer must be fully responsive to this solicitation and its provisions and contain your best terms from both price and non-price standpoints and must not contain exceptions to any contract clause or provision.

g. The Offeror must be financially viable and otherwise responsible in accordance with the FAA Acquisition Management System (AMS). To be eligible for award, the Offeror must be technically and financially capable of performing the work.

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h. The FAA reserves the right to award a contract immediately following the conclusion of the evaluation of the initial offers, without discussions or negotiations. Therefore, it is critical that each offer be fully responsive to this SIR and its provisions.

i. Eligibility for Award: To be eligible for award, an Offeror must be determined to be responsible IAW Section L.12, RESPONSIBLE PROSPECTIVE CONTRACTORS.

j. All proposals must contain proof of Service Disabled Veteran Owned Small Business status IAW Section L.16.d PROPOSAL INSTRUCTIONS.

k. All proposals will be screened initially for complete responses to requirements, accuracy, and timeliness. Offerors whose proposals do not meet the initial screening criteria of completeness, accuracy and timeliness will not be evaluated further. It is the Offeror's responsibility to ensure the completeness of the proposal. The evaluation of proposals will be conducted on the basis of the information contained in the written proposal. The FAA will not assume that an Offeror possesses any capabilities not specified in the written proposal.

l. Provided the proposal is not eliminated during this screening process, the FAA will assess each Offeror's written responses, using information provided by the Offeror IAW Section L.15, FORMAT AND CONTENT and L.16, PROPOSAL INSTRUCTIONS, against the evaluation factors contained in Sections M.3.

M.3 EVALUATION FACTORS

The technical proposal must be found to be technically acceptable (Volume I). Each Factor will be scored on a acceptable/unacceptable basis. The Offeror must be rated acceptable and satisfactory for Past Performance for all factors to be considered technically acceptable. The Offeror who is deemed technically acceptable and has the lowest reasonable evaluated price will receive the award.

The following criteria will be used to evaluate each proposal:

Factor 1 – Technical Approach

Using the information provided in Section L.16, Proposal Instructions, the evaluation on a acceptable/unacceptable basis, will be based on the following. The Evaluators may consider the following:

- whether they demonstrated how to develop and manufacture the Power Isolation Unit (PIU)?
- whether they demonstrated how to integrate the PIU with the MALS system?
- whether they demonstrated how to conduct Production Acceptance Testing?

Factor 2 – Capabilities

Using the information provided in Section L.16, Proposal Instructions, the evaluation on a acceptable/unacceptable basis, will be based on the following. The Evaluators may consider the following:

- whether their proposed management organizational structure would address contract requirements?
- whether their plans, tools, processes and procedures for program management are used to manage the work?
- whether their facilities and test equipment would support accomplishment of the work?
- whether business management capabilities would address contract requirements?
- whether their key personnels' knowledge, skills and abilities would contribute to addressing contract requirements?

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Factors 1 and 2 above will be evaluated using the ratings listed below.

| Rating | Description |
|---------------|---|
| Acceptable | The Offeror's response to the topic is adequate and does demonstrate a satisfactory understanding of the requirements and work efforts. The proposal does demonstrate the capability to support the Government's needs. |
| Unacceptable | The Offeror's response to the topic is inadequate and does not demonstrate a satisfactory understanding of the requirements and work efforts. The proposal does not demonstrate the capability to support the Government's needs. |

Factor 3 – Past Performance

The FAA will evaluate each Offeror's Past Performance to verify that the Offeror has the prerequisite capabilities to perform satisfactorily under the proposed contract.

The FAA will evaluate your past performance as well as the past performance of any first tier subcontractors on projects of similar size, scope, and complexity. At a minimum, an Offeror's track record of quality work, timeliness of performance, customer satisfaction, cost and schedule procedures, and contract administration procedures will be assessed using the information provided in accordance with Section L.16, PROPOSAL INSTRUCTIONS of this SIR, and input received from individuals and organizations familiar with the work ethic and standards of the Offeror. Accordingly, the FAA may contact any or all of the references in your proposal, as well as other references or sources as part of the evaluation. Personal knowledge of the evaluators and data obtained from other sources may be considered.

Past Performance will receive one of the rating below.

| <u>Rating</u> | <u>Definition</u> |
|----------------------|---|
| Satisfactory | Your response has demonstrated successful past performance of similar size, scope and complexity. |
| Unacceptable | Your response has not demonstrated successful past performance of similar size, scope and complexity. |

Volume II – Price Proposal

Using the information provided in Section L.16, Proposal Instructions, your proposal will be evaluated for reasonableness, and realism.

- Reasonableness – Degree to which the proposed cost/price is reasonable. A cost/price is reasonable if, in its nature and amount, it does not exceed that which would be incurred in the conduct of competitive business.

- Realism – Degree to which the proposed cost/price is realistic. The cost/price in your proposal are realistic for the work to be performed, reflect a clear understanding of the requirements, and are

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consistent with the various elements of your technical proposal. Realistic costs are verifiable, complete, and accurate, and supported by estimating methodology that is logical, appropriate, and adequately explained.

- Balanced/Unbalanced – Degree to which your proposal reflects balanced pricing. An “unbalanced” proposal is one that is based on prices that vary significantly for work of a similar nature. Proposals containing unbalanced pricing may be rejected.

-You are cautioned that unrealistically low proposed prices may be grounds for eliminating a proposal from the competition on the basis that you do not fully understand the requirement. Proposing uncompensated overtime is not authorized.

Offerors must use the Section B excel file to enter their price for each of CLINs 1 through 5 in the “price per unit” column. The “Total” column will calculate your price for each CLIN.

Offerors must use the Section B excel file to enter their price for CLIN 6 in the “price per unit” column. The file includes a lower and upper quantity column (dummy quantity ranges are included now) for the Offeror to enter different unit prices, depending on the quantity ordered by the FAA. The “Total” column will calculate your price for this CLIN.

Offerors must use the Section B excel file to enter their price for each of CLINs 102- 105, 202- 205, and 302- 305 in the “price per unit” column. The “Total” column will calculate your price for each CLIN.

Offerors must use the Section B excel file to enter their price for CLIN 101, 201, and 301 in the “price per unit” column. The file includes a lower and upper quantity column (dummy quantity ranges are included now) for the Offeror to enter different unit prices, depending on the quantity ordered by the FAA. The “Total” column will calculate your price for this CLIN.

End of Section M